18720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		AUG 1989	AUG 1988	JUL-AUG 1989/90	JUL-AUG 1988/89
AL	Alabama	1,977	1,292	8,394	3,533
AK	Alaska	0	0	0	0
AZ	Arizona	230	83	610	161
AR	Arkansas	2,140	3,373	2,811	9,085
CA	California	4,104	4,801	6,613	8,329
CO	Colorado	397	339	544	535
CT	Connecticut	124	127	140	270
DE	Delaware	919	1,941	1,084	2,007
FL	Florida	8,778	3,952	20,452	7,282
GA	Georgia	10,049	12,370	11,246	15,489
HI	Hawaii	104	106	3,326	169
ID	Idaho	1,349	2,264	2,136	2,746
IL	Illinois	114,251	73,943	150,127	103,269
IN	Indiana	40,601	24,947	61,158	43,093
IA	Iowa	80,798	55,089	131,058	107,248
KS	Kansas	4,286	4,433	6,752	5,763
KY	Kentucky	9,754	15,738	13,371	17,122
LA	Louisiana	2,328	15,261	2,347	15,477
ME	Maine	44	18	105	18
MD	Maryland	327	5,357	727	6,744
MA	Massachusetts	553	190	688	784
MI	Michigan	15,157	24,981	23,346	38,569
MN	Minnesota	51,664	32,057	62,271	54,091
MS	Mississippi	118	1,115	298	2,262
MO	Missouri	36,307	35,310	49,854	42,329
MT	Montana	1,129	604	1,716	986
NE	Nebraska	1,997	1,267	2,498	1,945
NV	Nevada	0	0	0	0
NH	New Hampshire	0	0	156	0
NJ	New Jersey	356	288	666	437
NM	New Mexico	155	3,730	344	3,929
NY	New York	2,121	1,246	4,572	3,297
NC	North Carolina	3,115	3,638	6,319	7,100
ND	North Dakota	2,215	2,657	2,575	3,035
OH	Ohio	33,928	21,572	40,287	51,882
OK	Oklahoma	2,191	1,803	3,543	2,557
OR	Oregon	2,008	2,222	3,009	3,677
PA	Pennsylvania	2,912	3,267	5,445	4,662
RI	Rhode Island	0	59	60	1,027
SC	South Carolina	7,652	9,398	8,477	10,878
SD	South Dakota	991	699	1,149	1,170
TN	Tennessee	1,195	477	2,000	13,710
TX	Texas	8,286	5,657	13,375	9,483
UT	Utah	585	107	1,901	322
VT	Vermont	535	36	1,001	63
VA	Virginia	981	8,790	1,637	9,461
WA	Washington	3,122	2,758	4,884	4,892
WV	West Virginia	61	106	61	106
WI	Wisconsin	21,277	19,751	33,203	28,327
WY	Wyoming	194	167	214	411
	TOTAL U.S.:	483,365	409,386	698,550	649,732
CANADA					
AB	Alberta	2,082	768	2,334	943
BC	Brit. Columbia	56	97	172	164
MB	Manitoba	1,380	1,026	1,561	1,352
NB	New Brunswick	169	208	231	252
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	169	391	213	412
ON	Ontario	2,599	13,955	3,961	16,293
PE	Pr.Edward Isle	24	1,183	33	1,974
PQ	Quebec	(44)	228	3,203	2,702
SK	Saskatchewan	451	247	542	398
	TOTAL CAN:	6,886	18,103	12,250	24,490
EXPORT SALES:		225,709	388,302	632,739	753,905
TOTAL AG SALES		715,960	815,791	1,343,539	1,428,127
Non-Ag	U.S.	36,650	37,107	70,738	69,178
	Canada	1,690	2,455	2,663	4,081
	Exports	15,473	3,057	19,821	13,668
TOTAL NON-AG SALES		53,813	42,619	93,222	86,927
GRAND TOTAL		**769,773**	**858,410**	**1,436,761**	**1,515,054**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

AUGUST 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	16	1,190	635	51	85	1,977
AK Alaska	0	0	0	0	0	0
AZ Arizona	58	32	118	0	22	230
AR Arkansas	58	0	1,962	120	0	2,140
CA California	1,582	910	613	63	936	4,104
CO Colorado	152	0	205	16	24	397
CT Connecticut	0	124	0	0	0	124
DE Delaware	187	0	608	124	0	919
FL Florida	1,904	1,456	1,097	1,519	2,802	8,778
GA Georgia	666	0	8,540	312	531	10,049
HI Hawaii	0	0	0	0	104	104
ID Idaho	117	801	426	0	5	1,349
IL Illinois	522	94,206	12,866	6,507	150	114,251
IN Indiana	364	23,791	12,759	3,621	66	40,601
IA Iowa	89	54,251	22,012	4,406	40	80,798
KS Kansas	191	698	2,779	552	66	4,286
KY Kentucky	928	8,081	730	0	15	9,754
LA Louisiana	0	31	2,286	0	11	2,328
ME Maine	0	0	44	0	0	44
MD Maryland	0	116	211	0	0	327
MA Massachusetts	0	0	363	190	0	553
MI Michigan	0	12,261	2,595	51	250	15,157
MN Minnesota	184	21,935	29,071	421	53	51,664
MS Mississippi	0	0	102	0	16	118
MO Missouri	2,819	2,735	29,366	1,266	121	36,307
MT Montana	0	0	1,129	0	0	1,129
NE Nebraska	126	142	1,220	358	151	1,997
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	234	115	7	356
NM New Mexico	79	0	21	0	55	155
NY New York	0	407	1,429	242	43	2,121
NC North Carolina	608	918	1,216	50	323	3,115
ND North Dakota	0	1,117	947	151	0	2,215
OH Ohio	636	21,529	8,025	3,302	436	33,928
OK Oklahoma	287	284	1,520	16	84	2,191
OR Oregon	65	339	1,446	89	69	2,008
PA Pennsylvania	0	123	2,250	289	250	2,912
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	7,652	0	0	7,652
SD South Dakota	0	581	410	0	0	991
TN Tennessee	106	5	1,084	0	0	1,195
TX Texas	844	486	5,963	426	567	8,286
UT Utah	474	0	111	0	0	585
VT Vermont	0	0	524	0	11	535
VA Virginia	245	124	487	125	0	981
WA Washington	1,294	625	921	277	5	3,122
WV West Virginia	0	0	61	0	0	61
WI Wisconsin	306	14,759	5,714	340	158	21,277
WY Wyoming	0	59	124	0	11	194
TOTAL U.S.:	14,907	264,116	171,876	24,999	7,467	483,365
CANADA						
AB Alberta	0	0	1,830	252	0	2,082
BC Brit. Columbia	0	0	44	0	12	56
MB Manitoba	0	425	846	109	0	1,380
NB New Brunswick	0	0	162	0	7	169
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	122	47	0	0	169
ON Ontario	15	537	1,602	0	445	2,599
PE Pr.Edward Isle	0	0	18	0	6	24
PQ Quebec	0	29	(153)	0	80	(44)
SK Saskatchewan	0	0	451	0	0	451
TOTAL CAN:	15	1,113	4,847	361	550	6,886
*EXPORT SALES:	132,780	20,099	62,748	4,493	5,589	225,709
TOTAL AG SALES	147,702	285,328	239,471	29,853	13,606	715,960
NON-AG U.S.	25,754	-	-	10,333	563	36,650
Canada	1,468	-	-	222	0	1,690
*Exports	878	-	-	14,551	44	15,473
TOTAL NON-AG SALES	28,100	-	-	25,106	607	53,813
GRAND TOTAL	**175,802**	**285,328**	**239,471**	**54,959**	**14,213**	**769,773**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

AUGUST 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	19,701	0	0	19,701
Belize	0	0	529	0	0	529
Brazil	664	9,885	19,847	0	598	30,994
Chile	23,655	0	0	0	2,425	26,080
China	16,889	0	10,051	0	0	26,940
Columbia	1,991	2,000	5,629	0	0	9,620
Costa Rica	0	0	0	0	705	705
Dom. Republic	3,701	0	3,108	0	551	7,360
French Guiana	297	0	0	0	0	297
India	23,109	0	0	0	0	23,109
Indonesia	12,446	0	0	0	0	12,446
Jamaica	0	0	2,208	0	0	2,208
Japan	23,477	4,579	1,675	4,493	1,217	35,441
Malaysia	7,256	0	0	0	0	7,256
Mexico	216	0	0	0	82	298
New Zealand	4,436	3,635	0	0	0	8,071
Philippines	3,363	0	0	0	0	3,363
Puerto Rico	0	0	0	0	11	11
Sri Lanka	9,352	0	0	0	0	9,352
Taiwan	1,928	0	0	0	0	1,928
TOTAL AG:	132,780	20,099	62,748	4,493	5,589	225,709
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	88	-	-	14,551	0	14,639
Korea	50	-	-	0	0	50
Mexico	275	-	-	0	44	319
Sweden	332	-	-	0	0	332
Taiwan	63	-	-	0	0	63
United Kingdom	50	-	-	0	0	50
TOTAL NON-AG:	878	-	-	14,551	44	15,473
TOTAL EXPORTS	**133,658**	**20,099**	**62,748**	**19,044**	**5,633**	**241,182**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	1,096	515	51	1,662
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	16	0	16
CA California	0	0	62	63	125
CO Colorado	0	0	0	16	16
CT Connecticut	0	124	0	0	124
DE Delaware	187	0	608	124	919
FL Florida	1,214	1,456	328	1,519	4,517
GA Georgia	621	0	8,424	312	9,357
HI Hawaii	0	0	0	0	0
ID Idaho	0	153	316	0	469
IL Illinois	518	93,153	1,758	6,507	101,936
IN Indiana	0	22,795	7,365	3,621	33,781
IA Iowa	0	53,218	13,965	4,406	71,589
KS Kansas	0	0	31	75	106
KY Kentucky	927	8,081	730	0	9,738
LA Louisiana	0	0	0	0	0
ME Maine	0	0	44	0	44
MD Maryland	0	116	211	0	327
MA Massachusetts	0	0	363	190	553
MI Michigan	0	12,261	2,595	51	14,907
MN Minnesota	184	21,935	29,040	421	51,580
MS Mississippi	0	0	0	0	0
MO Missouri	0	1,971	6,060	722	8,753
MT Montana	0	0	1,129	0	1,129
NE Nebraska	0	126	280	343	749
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	0	234	115	349
NM New Mexico	0	0	0	0	0
NY New York	0	407	1,429	242	2,078
NC North Carolina	608	918	1,216	50	2,792
ND North Dakota	0	1,117	947	151	2,215
OH Ohio	636	21,529	8,025	3,302	33,492
OK Oklahoma	0	0	62	0	62
OR Oregon	19	324	1,089	89	1,521
PA Pennsylvania	0	123	2,250	289	2,662
RI Rhode Island	0	0	0	0	0
SC South Carolina	0	0	7,652	0	7,652
SD South Dakota	0	565	395	0	960
TN Tennessee	0	5	175	0	180
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	524	0	524
VA Virginia	245	124	487	125	981
WA Washington	1,294	625	921	277	3,117
WV West Virginia	0	0	61	0	61
WI Wisconsin	306	14,759	5,714	340	21,119
WY Wyoming	0	59	39	0	98
TOTAL U.S.:	6,759	257,040	105,060	23,401	392,260
CANADA					
AB Alberta	0	0	1,830	252	2,082
BC Brit. Columbia	0	0	44	0	44
MB Manitoba	0	425	846	109	1,380
NB New Brunswick	0	0	162	0	162
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	122	47	0	169
ON Ontario	15	537	1,602	0	2,154
PE Pr.Edward Isle	0	0	18	0	18
PQ Quebec	0	29	(153)	0	(124)
SK Saskatchewan	0	0	451	0	451
TOTAL CAN:	15	1,113	4,847	361	6,336
*EXPORT SALES:	125,120	15,570	48,071	4,493	193,254
TOTAL AG SALES	131,894	273,723	157,978	28,255	591,850
NON-AG U.S.	14,700	-	-	9,912	24,612
Canada	1,468	-	-	222	1,690
*Exports	251	-	-	14,551	14,802
TOTAL NON-AG SALES	16,419	-	-	24,685	41,104
GRAND TOTAL	**148,313**	**273,723**	**157,978**	**52,940**	**632,954**

***Exports listed on reverse.**

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	19,701	0	19,701
Brazil	664	7,356	8,807	0	16,827
Chile	22,200	0	0	0	22,200
China	16,889	0	10,051	0	26,940
Columbia	0	0	5,629	0	5,629
India	23,109	0	0	0	23,109
Indonesia	12,446	0	0	0	12,446
Jamaica	0	0	2,208	0	2,208
Japan	23,477	4,579	1,675	4,493	34,224
Malaysia	7,256	0	0	0	7,256
New Zealand	4,436	3,635	0	0	8,071
Philippines	3,363	0	0	0	3,363
Sri Lanka	9,352	0	0	0	9,352
Taiwan	1,928	0	0	0	1,928
TOTAL AG:	125,120	15,570	48,071	4,493	193,254
NON-AGRICULTURAL					
Japan	88	-	-	14,551	14,639
Korea	50	-	-	0	50
Taiwan	63	-	-	0	63
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	251	-	-	14,551	14,802
TOTAL EXPORTS	**125,371**	**15,570**	**48,071**	**19,044**	**208,056**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	16	94	120	0	85	315
AK Alaska	0	0	0	0	0	0
AZ Arizona	58	32	118	0	22	230
AR Arkansas	58	0	1,946	120	0	2,124
CA California	1,582	910	551	0	936	3,979
CO Colorado	152	0	205	0	24	381
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	0	0
FL Florida	690	0	769	0	2,802	4,261
GA Georgia	45	0	116	0	531	692
HI Hawaii	0	0	0	0	104	104
ID Idaho	117	648	110	0	5	880
IL Illinois	4	1,053	11,108	0	150	12,315
IN Indiana	364	996	5,394	0	66	6,820
IA Iowa	89	1,033	8,047	0	40	9,209
KS Kansas	191	698	2,748	477	66	4,180
KY Kentucky	1	0	0	0	15	16
LA Louisiana	0	31	2,286	0	11	2,328
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	250	250
MN Minnesota	0	0	31	0	53	84
MS Mississippi	0	0	102	0	16	118
MO Missouri	2,819	764	23,306	544	121	27,554
MT Montana	0	0	0	0	0	0
NE Nebraska	126	16	940	15	151	1,248
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	7	7
NM New Mexico	79	0	21	0	55	155
NY New York	0	0	0	0	43	43
NC North Carolina	0	0	0	0	323	323
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	436	436
OK Oklahoma	287	284	1,458	16	84	2,129
OR Oregon	46	15	357	0	69	487
PA Pennsylvania	0	0	0	0	250	250
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	0	0
SD South Dakota	0	16	15	0	0	31
TN Tennessee	106	0	909	0	0	1,015
TX Texas	844	486	5,963	426	567	8,286
UT Utah	474	0	111	0	0	585
VT Vermont	0	0	0	0	11	11
VA Virginia	0	0	0	0	0	0
WA Washington	0	0	0	0	5	5
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	158	158
WY Wyoming	0	0	85	0	11	96
TOTAL U.S.:	8,148	7,076	66,816	1,598	7,467	91,105
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	12	12
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	7	7
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	445	445
PE Pr.Edward Isle	0	0	0	0	6	6
PQ Quebec	0	0	0	0	80	80
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	550	550
*EXPORT SALES:	7,660	4,529	14,677	0	5,589	32,455
TOTAL AG SALES	15,808	11,605	81,493	1,598	13,606	124,110
NON-AG U.S.	11,054	-	-	421	563	12,038
Canada	0	-	-	0	0	0
*Exports	627	-	-	0	44	671
TOTAL NON-AG SALES	11,681	-	-	421	607	12,709
GRAND TOTAL	**27,489**	**11,605**	**81,493**	**2,019**	**14,213**	**136,819**

***Exports listed on reverse.**

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POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

AUGUST 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belize	0	0	529	0	0	529
Brazil	0	2,529	11,040	0	598	14,167
Chile	1,455	0	0	0	2,425	3,880
Columbia	1,991	2,000	0	0	0	3,991
Costa Rica	0	0	0	0	705	705
Dom. Republic	3,701	0	3,108	0	551	7,360
French Guiana	297	0	0	0	0	297
Japan	0	0	0	0	1,217	1,217
Mexico	216	0	0	0	82	298
Puerto Rico	0	0	0	0	11	11
TOTAL AG:	7,660	4,529	14,677	0	5,589	32,455
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Mexico	275	-	-	0	44	319
Sweden	332	-	-	0	0	332
TOTAL NON-AG:	627	-	-	0	44	671
TOTAL EXPORTS	**8,287**	**4,529**	**14,677**	**0**	**5,633**	**33,126**